

The Minority and Women Business Enterprise Program Newsletter

BRIDGING OPPORTUNITIES

912.651.3653 | www.savannahga.gov | mwbecertification@savannahgagov | FALL 2009

City of Savannah M/WBE program graduates Contractor's College Class of 2009

In August, 2009, the City of Savannah Department of Economic Development completed the 4th Annual Contractor's College. The following firms graduated from the program and received certificates and continuing education credits (CEUs) from Savannah State University:

- Wiley's Electrical Contractors, Inc. - Yvonne Wiley
- Southeast Masonry - Carolyn Blackshear
- Zenith Homebuilding & Construction, Inc. - Tia Howard
- Michael Martin Masonry - Michael Martin
- Coastal Solar Technology - Donald Ernst
- A&E Contracting - Andre Gadson
- Economy Masonry - Earnest Wright, Jr.
- Economy Masonry - Alvernia Wright
- ABC Waste of Savannah - Carolyn Stewart
- GLG Associates - Gwendolyn Glover
- Unique Supplies and Equipment - Joseph Grant
- Home Assistance Unlimited, Inc. - Richard Swanson, Jr.
- BAP Construction - Betty Polite
- Ava Company of Savannah, LLC - Pam Luke
- Johnson Marine Construction Co, LLC - Andrea Johnson
- Georgia Framing - Kim Iler
- Global One Management - Nardis Walker
- Rico Strong Construction - Terence Strong
- Hampton & Shellman Cost Construction - Anthony Hampton
- Custom Building Development - Deidrick Cody
- Pollard's Janitorial - Darryl Pollard
- Avery Braddy Concrete - Betty Braddy
- Ujenga Enterprises - Christopher Harris
- Robinson Flooring & Painting - Nathaniel Robinson

The Honorable Mayor Johnson addressed the group and encouraged them to aggressively pursue opportunities and to take advantage of all of the services the City has to offer small and M/WBE firms. A special thanks to our 2009 sponsors - Gilbane/Polote and Savannah State University and facilitators - Dawn Morgan, Collins Construction/NAWIC, Criss Williams, Wells Fargo/Wachovia Insurance Services, and Tracy O'Connell, Ellis, Painter, Ratterree and Adams, LLP for their participation in this year's class.

Sponsored by:





Coordinator's Corner

It's that time again... ***FALL is here!***

As the weather changes and we move into the holiday season, now is an excellent time to reflect on the past year. To say the least, things have changed dramatically from last year. However, through every situation and circumstance, the change in seasons provides an opportunity to reflect on what we are thankful for and determine the changes and actions we would like to make in order to "reinvent" ourselves. Why wait until a new year to make resolutions (you know you never keep them) to make a change? Change is always hard but it is also inevitable. I hope that you will use this Fall season to make personal changes so that next year is your best year ever!

As I look to 2010 and consider the changes I want to make, I can't help but think of a passage I recently read that embodies the change that I hope to be, "Be the light that others can come to with their ideas, visions and dreams. Never doubt that blending your talents with those of others can change the world." Be the change that you want to see. Yes YOU Can!!

Kathey Porter,
M/WBE Coordinator

CERTIFICATION

Our certification program is well underway and the response has been tremendous! To date, we have certified many firms and several more have taken advantage of our "FAST Track" program, which provides instant certification* for firms holding certifications through 8(a) Small Business Administration (SBA), Georgia Department of Transportation (GDOT) and the Georgia Minority Supplier Development Council (GMSDC). In order to help firms get certified, we have partnered with Professional Presence and Multi-Line Business Services to assist with explaining the certification process, document collection, filling out the application and preparing your packet for submission to our office for review. The services are FREE, so set up an appointment and meet with them TODAY!

Professional Presence

Carolyn Allen -- 912.224.0405

Multi-Line Business Services

Carolyn Blackshear -- 912.341.0042

** Firms must also provide proof of occupancy within qualified area and valid business license*

For more information email us at

mwbecertification@savannahga.gov or call at 912.651.3653



USDOT DBE Bonding Assistance Program

On September 1st, US Transportation Secretary Ray

LaHood announced \$20 million in recovery funds to create the Disadvantaged Business Enterprise (DBE) Bonding Assistance Program, an initiative that will help small and disadvantaged businesses better compete for work on transportation projects funded by the American Recovery and Reinvestment Act (ARRA).

Through this new program, which will be administered by the Depart-

ment of Transportation's Office of Small and Disadvantaged Business Utilization (OSDBU), small and disadvantaged businesses can apply to be reimbursed for bonding premiums and fees incurred when competing for, or performing on, transportation infrastructure projects funded by ARRA. The bonding assistance provided by the DBE ARRA BAP will allow DBEs with traditionally less working capital than large transportation-related contractors to perform on transportation infrastructure projects receiving

ARRA funding from any DOT mode of transportation. While it will not solve the problem of qualifying, it will certainly allow those that qualify to not be shut out of the running on account of the high cost of bonding. In addition, the assistance provided to the DBE to compete for, and execute contracts for ARRA projects, will position the DBE to compete for future transportation contracts at any tier from any Federal, state, or local transportation agency.



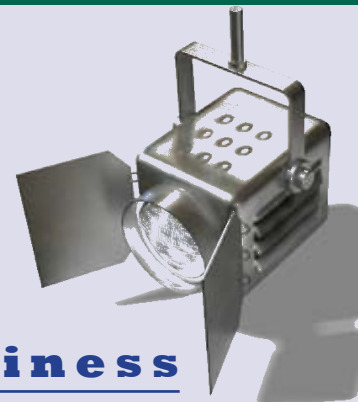
SUNTRUST™ Partners with the Small Business Administration (SBA) to offer loans for small and minority and women owned businesses

Through this partnership, the SBA guarantees a percentage of the business loan making it possible for companies to qualify and for SunTrust to fund a larger percentage of business loan requests. SunTrust's SBA Loan Programs have proven to be the answer for growing businesses that typically have:

- A need for longer loan terms
- Been in business for less than three years
- Weaker financial history
- Limited down payment or equity ratio
- Lower cash flow/debt service coverage



SunTrust's SBA Loan programs offer solutions that can help your business experience the type of growth you envision. For more information about The Small Business Administration, visit www.sba.gov/financing



Business SPOTLIGHT

THIS COULD BE YOU!!!

Are you working on a new project? Have you been able to advance your business after taking one of our classes? We want to hear from you. Contact the M/WBE office today and let us know your great news!



Obama Administration Commits to Ensuring M/WBE Contracting Opportunities

On August 19th, the Obama Administration reaffirmed its commitment to ensuring that minority-owned and small businesses, including women- and veteran-owned businesses, have greater access to federal contracting opportunities:

"In order for the Federal Government to better meet or exceed the goal of 23 percent of prime contracts for small businesses, Vice President Biden and I have tasked Small Business Administrator Karen Mills and Commerce Secretary Gary Locke with leading a federal government-wide initiative to increase outreach," President Barack Obama said.

"In these tough economic times, the Recovery Act is providing billions of dollars in opportunity and incentives to help businesses grow - and the President and I are committed to ensuring that small and minority-owned businesses are part of our economic recovery every step of the way," said Vice President Joe Biden. "By taking advantage of the expertise of an array of companies, we are going to be able to build a stronger, more secure foundation for long-term economic growth."

For more information on federal procurement opportunities, go to www.fbo.gov



City of Savannah partners with Chatham County and Savannah-Chatham County Board of Education to conduct Disparity Study

After nearly two years of planning, interviewing and finally selecting a firm, the City of Savannah, Chatham County and the Board of Education have partnered to conduct a Disparity Study. The team, Miller 3 from Atlanta, Georgia has 20 years of experience conducting numerous disparity studies and working with municipalities across the country.

The purpose of this study is to determine the appropriateness and effectiveness of each entity's cur-

rent efforts to increase minority and women business enterprise (M/WBE) participation in procurement opportunities and to further understand the parameters in which each entity can create programmatic initiatives. The study will consist of legal analysis surrounding M/WBE initiatives, a review of each entity's procurement policy and procedures as well as interviews with staff and area businesses. The study is expected to be completed in 2010.

Third Quarter M/WBE Participation

MBE	WBE	M/WBE	Total Awards
\$1,815,386	\$1,036,583	\$2,851,969	\$13,623,217
\$930,721	\$22,456	\$953,177	\$1,130,109
\$2,746,107	\$1,059,039	\$3,805,146	\$14,753,326
19%	7%	26%	

THIS COULD BE YOU!!!

M/WBE Events & Workshops

CERTIFICATION CLINICS

Savannah Entrepreneurial Ctr.
801 E. Gwinnett St.

- Tuesday, Nov. 24 | noon ~1 pm
- Tuesday, Dec. 8 | noon ~1 pm
- Tuesday, Dec. 22 | noon ~1 pm

DON'T MISS!

Certification SUPER Friday

- Nov. 13 | 9 am ~3 pm

QUICKBOOKS WORKSHOPS

Savannah Entrepreneurial Ctr.
801 E. Gwinnett St.

Lunch will be served

- Nov. 17 | 9am ~2 pm (FULL)
- Nov. 18 | 9am ~2 pm
- Nov. 19 | 12 noon ~ 5 pm

*"Consider your **THOUGHTS**, they become your **WORDS**"*

*"Consider your **WORDS**, they become your **ACTIONS**"*

*"Consider your **ACTIONS**, they become your **BEHAVIORS**"*

*"Consider your **BEHAVIORS**, they become your **CHARACTER**"*

